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Worley, John Lewis

Railway supply exports

New York

1920

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RAILWAY SUPPLY EXPORTS

By J. L. WORLEY

Executive Assistant, Railway Business Association

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NEW YORK

AUGUST 14, 1920

FOREWORD

13 7467, 1923
H.C.

IN Mr. Worley's paper on "Railway Supply Exports" the opportunities and the difficulties of foreign trade in the goods manufactured by our members are faithfully set forth. To those of us who through many years of effort have succeeded in obtaining a large foreign business, this treatise will appear elementary, and the difficulties already overcome will seem trivial. We are all of us apt to forget the lower rounds of the ladder up which we have toiled to achieve our present successes. To those who have not yet so achieved the case is different. The foreign field is to them an undiscovered country, of strange customs and unknown difficulties.

The question for us now to consider is what if any service can this Association give them in extending their markets and stabilizing their business through foreign trade. Mr. Worley's paper has its discouragements as well as its fine optimism. After reading it the smaller manufacturer will say:

"I have suggested to me first the agencies in the United States representing foreign railroads. My efforts to sell them are precisely the same as to sell to the purchasing officers of American railroads, except that I have not access to their operating officials abroad. I am always told that there are no requisitions for my goods and therefore my offers cannot be entertained. The agency itself has no interest in my goods, and they are unknown to those who must use them. Here is an impasse from which it is difficult to escape. Then there are the export merchants. If I can make it profitable to them they will have an interest in selling my goods. But they sell those which are easiest to sell, and which are most sure of satisfying their customers. They deal in so many lines that they have no time for novelties, and anyway they have not the necessary technical knowledge. Next I am told of export associations, government agencies, banks, credit bureaus and foreign advertisers. These are all very desirable helps to those who have made some progress in exporting, but they are of little assistance to beginners and especially to those manufacturing specialties which require individual explanations and special selling methods. Mr. Worley's investigation, complete and valuable as it is, gives me no solution of the difficulties of the smaller manufacturers who have no foreign trade and want it."

How can this Association help? It can advise him to discuss his problems with the able secretaries of the American Manufacturers Export Association, the National Foreign Trade Council and his local chamber of commerce. It can recommend that he shall join with other manufacturers similarly situated, and form a Webb-law export corporation in which all shall share the necessary expenses of studying and developing foreign

trade in their particular lines and under their peculiar circumstances. Or it could employ a capable foreign trade adviser and establish a foreign trade bureau of our own. The cost of doing this would be considerable, but if the service is well done it will be worthy of its support. I am not prepared to recommend this course to the Association, for I am not at all sure that the interests of our members justify it, but I commend the subject to the members for their consideration and discussion, with the purpose of basing further action on the responses that this paper evokes.

ALBA B. JOHNSON, *President.*

FRANK W. NOXON, *Secretary,*
30 Church Street,
New York.

RAILWAY SUPPLY EXPORTS

Can a Service be Rendered to its Members by the Railway Business Association in the Field of Foreign Trade Information?

By J. L. WORLEY

Executive Assistant, Railway Business Association

FOREIGN trade information was designated in the 1920 Annual Report of the General Executive Committee of the Railway Business Association as a subject of inquiry—"whether a service can be rendered to members in the field of exports."

To aid in determining how if at all our Association can supplement or make more conveniently accessible the several sources of information already established, this report sets forth briefly the scope of some existing avenues and agencies and attempts some survey of export opportunities, obstacles and methods.

Responses from members and those contemplating enrollment will serve as a basis for determining whether our Association need do more than list sources of information other than itself.

It is assumed that the members most desirous of information are those who have not yet entered the foreign field and are disposed to proceed experimentally and conservatively. To them is offered a descriptive list of agencies located in the United States, most of them in New York, which are authorized to buy goods for foreign roads. The list is appended to this report.

EXPORT TRADE MEDIUMS

EXPORT business in railway supplies which can be done without leaving this country is limited (1) to the foreign roads having agents here and to the scope which such agents have, and (2) to the export commission houses which offer fa-

cilities for firms that wish to enter the export trade and desire contact with such foreign railways as cannot be reached satisfactorily through purchasing agencies located here.

Firms that desire to do so have the opportunity of forming export combinations under the terms of the Webb Act. An instance of combinations of this sort is the Namusa Corporation, organized by the National Association of Manufacturers and open to its members. The fear of promoting monopolies and of authorizing what would tend to an increase of prices of goods to be sold to domestic consumers limited Congressional consideration at the time of its passage, and therefore the Webb Act did not sanction combinations for import. Pressure appears to be gathering for an extension of the Act in that respect, or at least a reconsideration of these objections by the next Congress.

LOCOMOTIVES AND CARS

FOREIGN trade in American railway supplies has hitherto for the most part been in locomotives and cars and in staple materials of which they are built. It has included many of the American devices with which foreign railways became familiar through the use of American equipment. The introduction of many of the more advanced specialties covered by patents and tending to greater efficiency and economy has thus far been a comparatively negligible feature. Foreign governments and foreign privately-operated roads

when ordering engines and cars in the United States have generally restricted themselves to designs minus the more advanced appliances and usually to designs embodying specialties with which the purchaser was already familiar or those specially recommended by the builder. Representatives visiting the United States with authority to make contracts for rolling stock have often been men trained rather in the inspection of material and workmanship than in the appraisal of appliances which if introduced would be novel in the country where the equipment was to be used. A reason for this hesitation to adopt highly scientific specialties was doubtless the conservative character and the limitations of the men by whom such improvements would have to be operated. These men could as a rule obtain better results with old time devices with which they were familiar than with newer ones with which they were unfamiliar, and which were likely to be abused or neglected through ignorance.

BANKS AND EXPORT TRADE

FOR the manufacturer who is engaged in export trade, as well as for the manufacturer who contemplates entering that field, the foreign trade departments that have during recent years been organized by several of the larger American banks and trust companies offer facilities that are of great value. The work of the international banks is along the lines of information, research and credits. Through their information branch, means are provided for answering general questions in regard to such matters as freights, tariffs, customs requirements and the state of particular markets from the standpoint of the exportation of commodities. Through their research division the

banks work out specific trade problems, for their own information, which are gladly furnished upon the request of exporters—actual or prospective. The credit divisions enable the banks to furnish the exporter with an intimate knowledge of the financial problems he will encounter in opening up trade in given directions, as well as of possible solutions for the problems that are presented.

"For instance," said the manager of the foreign trade department of one of the New York institutions, "a supply man comes to us for advice on a request for tenders on certain equipment for railways in, let us say, Italy. He contemplates sending a representative to Italy, but wants inside information on the question. We tell him—that he did not know—that the Italian house is not in position to pay cash, and that his firm, after it has sent a representative to Italy, will very likely make credit concessions that it considers unwarranted, rather than bring its representative back empty handed.

"'But,' we tell him, 'the firm that is in communication with you is really a government purchasing agency. It is, if you insist, in position to put up certain government securities, or provide other methods, which through our European branches, could be made to finance your transaction.'"

SERVICE OPEN TO ALL

THE service of the international banks is, in general, open to interested business houses whether customers or not, though it is of course intended to create and to attract banking business. This intention, it is declared, has been accomplished. The service of the banks follows lines similar to the service of the government and of various national and local business

associations, but the banks claim the advantage for their service that comes from close and intimate contacts with the problem through actual business channels. This is especially true where credit and financial problems are involved.

Selection of a banking institution for using its foreign trade facilities may best be accomplished under advice of some commercial bank with which the manufacturer does business in his home city. The banks can, however, give little assistance in creating a foreign demand for American goods or appliances which are not known by foreign buyers. The real problem of the American manufacturer is to make the merits of his products known to foreign buyers and to know when they are ready to purchase.

FEDERAL BUREAU

SOMEWHAT similar information service is furnished by the federal Bureau of Foreign and Domestic Commerce, through its staff of commercial attaches and trade commissioners, a list of whom is appended to this report. The Bureau issues a daily publication, Commerce Reports, in which information gathered by it is printed, and it maintains district offices at New York, Boston, Chicago, New Orleans, St. Louis, San Francisco and Seattle, which by correspondence endeavor to answer questions propounded by American business houses. Credits and collections lie outside the field of the Bureau, but with these exceptions all the problems of the prospective exporter form topics for which the facilities of the Bureau are available. The consular service supplements the work of the Bureau. The difficulty in making practical use of the government commerce reports is that they are very general in their character covering every sort

of commodity purchased in the foreign markets from which they are derived. Much time and labor must be expended in reading over matter of no interest to one's own business, to glean a fragment of information of real interest. When this is found the American manufacturer does not know whether it is still fresh, or whether it will have been disposed of long before he can communicate with the purchaser. Furthermore he is unknown to the purchaser, and he has no assurance that his correspondence will be seriously considered. Whilst the information is being communicated by the Consul or Trade Adviser to our government and by it being printed and distributed to all subscribers to the government reports, the chances are that the buyer will have placed his orders through his accustomed channels and that the unknown American offer will arrive too late to secure for its author any real consideration. Information scattered broadcast to all rarely affords the right kind of an introduction for successful business intercourse.

BUSINESS ASSOCIATIONS

ELABORATE foreign trade departments are maintained by several national and local business associations, through which members are enabled to obtain general and specific information on export problems. Large staffs of foreign correspondents are maintained through which information, research and credit matter is gathered. Special reports are prepared for manufacturers upon request. Lists of possible customers are compiled, the arrival in America of foreign buyers is noted, documents are translated and news bulletins published. Prominent among the national organizations active in promoting and facilitating export

trade are the National Association of Manufacturers, the American Manufacturers Export Association and the Chamber of Commerce of the United States. Among local organizations with foreign trade departments are the Merchants Association of New York, the Philadelphia Commercial Museum, the Chicago Association of Commerce and the Chambers of Commerce of Cincinnati, Rochester, San Francisco, Buffalo, Pittsburgh and Seattle.

Among national organizations specializing in foreign trade information, the manufacturer will naturally try first one to which he already belongs. If he is affiliated with more than one, his request for a definition of scope or his trial of more than one on the same inquiry will disclose in just what branch of service each excels from his point of view.

American Chambers of Commerce in foreign cities are listed in an appendix to this report. In addition, an American Chamber has recently been organized in Pernambuco, Brazil, and steps are being taken to form one at Johannesburg, South Africa. To some of these the manufacturer may profitably turn when his problem lies within the field that they cover.

FOREIGN TECHNICAL PRESS

THE foreign technical press and foreign technical associations are avenues the development of which will facilitate smooth traveling within the limits of a meager foreign investment. These avenues are accessible to the American manufacturer through periodicals that perform in this field the same function that is performed in the general field by the Literary Digest. An instance of such periodicals is the Technical Review, a weekly, published in London. By following journals of this type, the American manufacturer is enabled to

keep in touch with the progress of his art in foreign countries. The Railway Age maintains an editor in London whose correspondence deals largely with export trade. The principal American weekly wholly devoted to international commerce is the Japanese-American Commercial Weekly, published in English and Japanese at 414 Eighth Avenue, New York. The Trade Review and Export Journal, 6 N. Third Street, St. Louis, is semi-monthly. Most American publications whose distinctive scope is foreign trade are published monthly. They include:

American Exporter, 17 Battery Place, New York.

Asia, 627 Lexington Avenue, New York.

Commercial America, Philadelphia Commercial Museum, Philadelphia.

Dun's International Review, 290 Broadway, New York.

Export American Industries, 30 Church Street, New York.

Exporter's Review, 80 Broad Street, New York.

International Trade Developer, 168 N. Michigan Avenue, Chicago.

Levant American Commercial Review, 160 Broadway, New York.

Pan-Pacific, 618 Michigan Street, San Francisco.

Russian-American Exporter, Hearst Bldg., San Francisco.

Siberian Opportunities, Russian Consulate, San Francisco.

Sister Republics, Mexico and South Acama Streets, Denver.

South America, 310 Lexington Avenue, New York.

Swedish-American Trade Journal, Produce Exchange, New York.

A score or more of monthlies devoted to foreign trade, some of them exclusively Pan-American, are published in the United States in foreign languages. Only those that have alternative editions in English are included in the above list.

TRANSLATION FACILITIES

THE associations already specified furnish their members with translation facilities and, upon appropriate terms, doubtless could include in the regular service rendered summaries in English of specified matter currently appearing in languages other than English. Incidentally, circulars for distribution in foreign countries can be composed by contract with such associations, and it is regarded as archaic practice for such reading matter to be drafted in English and then translated. The original draft should be in the commercial as distinguished from the literary language of the people among whom it is sought to sell goods.

DIRECT REPRESENTATION

FEW precepts are oftener laid down for success in export trade than to have direct representation in the countries where sales are sought, and veterans in railway export sales relate experience of persistent doldrums until they put their own men on the ground. Compared with this fundamental it is regarded as matter of detail to prescribe qualifications of the agent, but most old stagers now agree in saying that engineering or mechanical competency stands first, command of the language and acquaintance with the people, second.

By concerns not of large size or for other reasons unprepared to invest in a representative or representatives in various countries abroad, a beginning may be made in other ways than through commission brokerage and Webb-Act combinations. A certain company which has had successful experience in other continents has placed in South America an engineering salesman whose preliminary efforts will be protracted over a substantial period before sales of the com-

pany's goods will meet his salary or expenses. Indeed, the limited number of purchasing authorities upon whom he can call would weary of his story if he had nothing else to tell them during a long time in which they were being educated to an appetite for the improvement in which his appliances would figure. Instead of forming a combination this company has arranged for its agent to take on side lines. These are non-competitive among themselves, and in each case the device or material is intended for a use closely cognate to that of the output of the concern that carries the sales overhead. The advantages are obvious. The concerns whose side lines are handled take no risk, since they do not share any expense. They are merely obligated for the payment of commissions upon the goods actually sold. For the company taking on these side lines there is (1) the benefit of making commissions on construction or replacement goods already introduced, thereby partly covering expenses of the agent, and (2) constant contact with the purchasing authorities, who by this means are gotten into the habit of dealing with the concern. Even where the services of a commission house in the foreign country are availed of, the direct agent on the ground is of inestimable service both to his own house and to those houses whose side lines he handles, because the commission house can turn to him for engineering or mechanical information and for prices without the delay of negotiations through London or New York to the home office.

IRRESPONSIBLE TRAVELLERS

AERICAN manufacturers seeking foreign trade should, however, be cautioned against engaging the services of the unknown and irresponsible foreign traveller

who offers, for a sum supposed to cover part of his expenses and a commission on sales made, to distribute catalogues and introduce goods, upon a trip to certain designated countries. Such persons are usually adventurers, who seek to gather from a considerable number of confiding houses an aggregate sum in advance to render it indifferent to themselves whether or not anything further is earned from commissions. They have no special knowledge of the goods they undertake to sell, they may have no acquaintance with the buyers, they represent too many unrelated lines and they may never actually make the journey. Their subscribers have no means of supervising any work they may attempt to perform. Such services are usually accepted because the promises are large and the cost small. As a rule no returns come from the investment, trivial though its amount may be. It is money thrown away.

PROGRESS IMPEDED

IT is commoner abroad than here for railways to build their own rolling stock, and this is true in England, where private ownership and operation prevails. This circumstance has a tendency to impede mechanical progress, since a builder of engines and cars whose primary business is the use of the vehicles rather than their construction is less driven to experimentation than a number of competing builders each seeking to outstrip the other in the production of an article which will stand up in use and commend itself to the railroad for whose business these rivals are striving.

A further complication is prevalent in the capital investment made by builders of rolling stock or producers of materials and specialties in the properties to which their

goods are sold. Trade in this as in other fields has followed British, French and German investment in foreign and colonial railways. The United States never has been and is not now to any considerable extent an investor of surplus income abroad.

AMERICA AS AN INVESTOR

MANY thoughtful observers question whether we are warranted in expecting any sudden or large increase in the investment of American capital abroad, either in railroads or otherwise. Through the manufacture of munitions for European governments in 1915 and 1916, the people of the United States were enabled to buy back American securities held abroad and to invest in European securities to such an extent that undoubtedly the balance was reversed—from a pre-war state of debt owed by the United States to Europe to a state of debt owed by Europe to the United States, measured perhaps in billions. From this circumstance it has been widely deduced that the United States has become a creditor country which from now on might be expected to produce annual income beyond domestic investment needs, leaving an appreciable margin for investment abroad. An American business man departing for London to represent there a combination of manufacturers in a certain line formed under the Webb Act remarked that during several months of preparation for his sojourn he had "heard a great deal about American investment abroad, but had not seen any." Even at this time of prodigious corporate earnings it is next to impossible for most American railroads, even one at a time with long pauses between, to raise capital upon any but prohibitive terms. The question has been asked: Upon what does anyone base confidence

that the American people in the future will prove savers instead of squanderers and hence produce annually a crop of surplus income to invest for the fertilization of export trade?

INDISPENSABLE DEVICES

TAKEN together all these conditions have united to interpose serious obstacles in the way of export trade in American railway supplies. The situation has almost amounted to this—that where Americans had raw material which foreigners needed there was an opportunity to detain such material in this country for at least some manufacturing processes, so that partly fabricated material for further treatment was exported; and that by sheer indispensability a few of our economical devices have established themselves abroad.

Apart from the air brake and superheater, it has been uncommon for American railway supply houses to maintain in other countries engineers for the purpose of educating the buyers and their advisers or adapting appliances to the special needs of those countries. The locomotive builders have for many years maintained technical representatives in most of the foreign countries using their locomotives.

AMERICAN ATTACHMENTS

AMERICAN attachments for cars and locomotives are largely sold in connection with orders placed in America for cars and locomotives for export. Builders of such devices are in close contact with the locomotive and car builders and are in this way advised of pending orders for engines and rolling stock. American factories making car and locomotive devices have been called upon to furnish such devices for European-built cars and locomotives in cases where their de-

signs were favorably known or where their European subsidiary factories have been unable themselves to fill orders. The idea that the manufacturer of specialties must necessarily await the sale of the larger articles to which his specialties are to be applied is regarded as incorrect by the head of a large railway supply export house. He says that in his opinion specialties which are to become a part of some larger object would generally respond with the same kind of representation that has been given to the articles that he handles, that is, through missionary work for the purpose of creating a demand. Many of the smaller manufacturers of highly meritorious and useful devices, of course, have not the capital with which to engage in an extensive missionary campaign, but the exporter referred to has found that the results have more than justified the very large expenses that his house has had to incur to educate people to the value and usefulness of the devices that it makes. This, he thinks, is especially true in foreign countries where a different standard obtains and where no business will follow unless the foreign buyer is carefully cultivated and educated in regard to the superiority of the devices and forms used in America. This, in many cases, means that an extensive campaign is necessary to success, which is beyond the scope of many of the smaller manufacturers.

Foreign trade in American spikes, rails, switches, frogs, splice bars and the like was much greater during 1919 than it had been in any previous year, and the same is true of American car wheels and axles. Shipments were made to many parts of the world. Japan and Italy were especially large buyers of car wheels and axles, while the chief customers

for track materials were Japan, France and Cuba.

BRITISH INVESTMENTS

THE railways of the British possessions, aside from Canada, and the railways of South America with the notable exception of the government owned railways of Chile and Brazil, are mainly owned by British capital and constructed upon British models. These railways, therefore, afford a relatively poor market for track appliances of distinctively American type, and are difficult of access for American manufacturers because trade follows the investment. One American maker of track appliances has established a British subsidiary which is understood to have been successful in selling the products of its American plants to British-owned railways in competition with British manufacturers.

The railways of Russia have leaned to American practice and will offer opportunities to American manufacturers of track and track appliances when order is restored there. It is believed there is a similar preference in China. American practice has been influential in certain recent railway construction in Eastern Asia, where, even when Japanese products are used, American materials have entered largely into them.

American automatic block signal

devices have so far found little favor outside of the United States, and even the British railways continue to use the controlled manual signal.

For many years there has been a large export trade in railway ties from the North Pacific Coast.

Inquiries for American railway ties for British railways have recently been made.

TRADE EXPANSION LIKELY

FROM the earliest days of American railway enterprise there has been a constantly increasing and developing trade in American locomotives, cars, track material and other railway supplies. With our increased commercial activity in foreign countries, the extension of our banks into foreign fields, and our greatly enlarged merchant marine, there is every reason to expect an expansion of our railway trade. Never in the course of this business has there been a time when foreign buyers were so ready as now to investigate and convince themselves of the merits of American railway appliances. In part this is the result of long years of work and in part of enforced experience with our materials whilst other sources of supply were closed by the war. Now is the time by intelligent study of methods and opportunities to secure the advantages of the situation thus brought about.

PURCHASING AGENCIES FOR RAILWAY SUPPLIES

All are in New York, except where a different address is mentioned.

BELGIUM:	P. M. Gray & Co., Inc., 10 Bridge St.
BOLIVIA:	Bolivia Railway Co., 280 Broadway.
BRAZIL:	Perceval Farquhar, 120 Liberty St.
BULGARIA:	M. N. Manoloff, 140 Liberty St.
CANAL ZONE:	Panama R. R. Co., 17 State St.; Chief of Office, Panama Canal, Washington, D. C.
CHILE:	C. V. Drew, 15 Broad St. (Corro de Pasco Copper Corp.).
COSTA RICA:	R. B. Hubbell, 17 Battery Pl. (railways, street railways and mining companies).
CUBA:	Cuba Northern Railway Co., 149 Broadway; Havana Electric Railway Light & Power Co., 55 Liberty St.; Havana Central Railway Co., 42 Broadway.
CZECHO-SLOVAKIA:	V. Z. Kubelka, 1320, 154 Nassau St. (Commercial Commission); Czechoslovak-American Corp., 132 Front St. (semi-official).
DOMINICAN REPUBLIC:	Dominican Customs Receivership, 17 Battery Pl.; H. L. Hershey, 17 Battery Pl. (government purchasing agent); Bartram Bros., Inc., 17 Battery Pl. (buys for sugar estates).
DUTCH EAST INDIES:	J. C. Ankersmit, 17 Battery Pl.
ECUADOR:	Guayaquil & Quito Railway Co., 25 Broad St.
ESTHONIA:	Revalis Co., 1228 Park Row Bldg.
FINLAND:	Suomi Bureau, 443 Broome St. (information bureau mainly).
FRANCE:	Emanuel Pironneau, 1779 Broadway (represents manufacturing concerns in purchase of tools and supplies); Le Comptoir Central d'Achats Industriels pour les Regions Envahies, 40 Rue du Colisee, Paris (buys materials for reconstruction of invaded districts).
GREECE:	Hellenic State Trade Commission, headed by Eli Travlos, 1101, 21 East 40th St.
GUATEMALA:	International Railways of Central America, 17 Battery Pl.
HAITI:	Central Railroad of Haiti, 25 Broad St.
ITALY:	Italian Ministry of Shipment, 291 Broadway; Italian State Railways, 291 Broadway.
JAPAN:	Imperial Government Railway of Japan, 1 Madison Ave. (steel plates, shapes, rails, lubricators, gauges, spring steel and other semi-manufactured commodities); Mitsui & Co., Ltd., 45 Broadway (purchasing agents for government and privately owned railways); Okura Co., 30 Church St. (railway supply purchasing agent).
JUGO-SLAVIA:	Miomir P. Ilitch, Commercial Attache for Government of Serbia, Croats and Slovenes, 443 West 22d St.; Belgrade Chamber of Commerce, Belgrade, Serbia, has formed co-operative purchasing associations for purposes of buying abroad, representatives of the associations to be sent abroad.
LATVIA:	A. Savine, Lettish Central Bureau of America, 624, 150 Nassau St. (private organization for exchange of Latvian raw products for American goods); Charles W. Ozols, 280 Broadway.
MEXICO:	Mexican Northern Railway Co., 82 Beaver St.; National Railway of Tehuantepec, 233 Broadway; National Railways of Mexico, 233 Broadway.
NICARAGUA:	J. G. White Engineering Corp., 43 Exchange Pl. (purchases for Pacific Ry. of Nicaragua).
NORWAY:	Norwegian Food Commission, 8 Bridge St.; Amund Kolby, Director of Norwegian Government Purchasing Bureau, care of Norwegian-American Chamber of Commerce, 8 Bridge St. (agent for purchase of all state railway supplies except food).
PHILIPPINES:	Manila R. R. Co., 17 Battery Pl.; J. G. White Engineering Corp., 43 Exchange Pl. (purchases for Philippine Ry. Co.); Philippine Government Purchasing Agency, H. L. Hershey, purchasing agent, 17 Battery Pl.
POLAND:	Polish National Department, Commercial and Industrial Bureau, 1032, 33 West 42d St.; Stanislas J. Arcet, McAlpin Hotel.

PORTO RICO:

American R. R. Co. of Porto Rico, 38 Church St.; Porto Rican Government Purchasing Agency, H. L. Hershey, Purchasing Agent, 17 Battery Pl.
A. S. Gouvea, Portuguese Chamber of Commerce, 368, 232 Broadway.
C. G. Orghidan, 57 West 53d St

PORTUGAL:

ROUMANIA:

RUSSIA:

All at 136 Liberty St.:
S. Lovich, Secretary, and A. V. Selenko, Information Bureau, American Committee of Russian Co-operative Societies; Archangel Union of Co-operative Societies; Union of All Russian Co-operative Societies; Northern Supply Co. of Archangel; Central War Industry Supply Co.; Siberian Union of Creamery Associations, V. H. Raschinnoff; United Credit Societies of Siberia, 280 Broadway.
Baruch & Co., 79 Wall St. (buyers for their own establishment).
C. P. Sandberg, 100 Broadway.
Spanish Chamber of Commerce, 127 Water St.
Swiss Legation Purchasing Office, 18 Broadway.

SALVADOR:

SIAM:

SPAIN:

SWITZERLAND:

AMERICAN CHAMBERS OF COMMERCE IN FOREIGN COUNTRIES

ARGENTINA:

Chamber of Commerce of the United States in the Argentine Republic, Calle Bartolome Mitre 455, Buenos Aires; Secretary, A. H. Renard; Manager, M. E. T. Meadwa.

BELGIUM:

American-Belgian Chamber of Commerce, 86 Rue de la Montagne, Brussels, Secretary, Rene L. J. de Wael.

BOLIVIA:

American Chamber of Commerce of Bolivia, La Paz; Secretary, Victor L. Tyres.

BRAZIL:

American Chamber of Commerce for Brazil, Caixa de Correio 316, Rio de Janeiro; Secretary, Thomas Stevenson; Manager, W. H. Campbell.

CHILE:

American Chamber of Commerce of Valparaiso, Casilla 314, Valparaiso; Secretary, J. J. Heavey.

CHINA:

American Chamber of Commerce in China, Shanghai; Honorary Secretary, J. B. Powell; Secretary, W. A. Chapman.
American Chamber of Commerce of Hankow; Secretary, P. P. Clover.
American Chamber of Commerce of Tientsin; Secretary, R. T. Evans.

COLOMBIA:

CUBA:

American Chamber of Commerce of Colombia, Apartado 120, Barranquilla; Secretary, W. H. Barr.

ENGLAND:

FRANCE:

ITALY:

American Chamber of Commerce of Harbin; Chairman, Frank L. Cole; Secretary and Treasurer, P. C. Lynch (to be addressed care of Consulate), Harbin, Manchuria, China.
American Chamber of Commerce of Cuba, Horter Building, Obispo 7, Havana; Assistant Secretary, Osgood Smith.
American Chamber of Commerce in London, 8 Waterloo Pl., London E. C.; Secretary, Geo. P. Toby.
American Chamber of Commerce in France, 33 Rue Talbott, Paris; Secretary, Frank Boole.
American Chamber of Commerce for Italy, 3 Via Rholetta, Milan; Secretary, O. M. Smart.
American Chamber of Commerce for Italy, Naples; Secretary, A. Piccoli.

MEXICO:

American Chamber of Commerce of Mexico, Apartado 83 Bis, Mexico City; Secretary, W. F. Saunders.
American Chamber of Commerce of Tampico; General Manager, Erby E. Swift.

SPAIN:

TURKEY:

American Chamber of Commerce in Spain, 8 Rambla de los Estudios, Barcelona; Secretary, H. Powers.

GERMANY:

American Chamber of Commerce for the Levant, Minerva Han, Galata, Constantinople; Executive Secretary, Lawrence Moore.
American Association of Commerce and Trade, Berlin; Secretary, Arthur B. Dunning, Equitable Bldg., Friedrichstrasse 69, Berlin, Germany.

COMMERCIAL ATTACHES AND TRADE COMMISSIONERS, DEPARTMENT OF COMMERCE

BERLIN.

Care American Commissioner:

BRUSSELS.

American Consulate:

BUENOS AIRES.

American Embassy:

CONSTANTINOPLE.

American Embassy:

COPENHAGEN.

American Legation:

THE HAGUE.

American Legation:

JOHANNESBURG.

American Consulate:

LONDON.

American Embassy:

LIMA.

American Embassy:

MADRID.

American Embassy:

MELBOURNE.

Equitable Building:

MEXICO CITY.

American Embassy:

PARIS.

American Embassy:

PEKING.

American Legation:

PRAGUE (Czecho-Slovakia).

American Legation:

RIO DE JANEIRO.

American Embassy:

ROME.

American Embassy:

SANTIAGO.

American Embassy:

SINGAPORE (Str. Settlements).

American Consulate:

TOKYO.

American Embassy:

VIENNA.

American Legation:

WARSAW.

American Legation:

ZURICH.

100 Dolderstrasse:

Howard W. Adams, Representative of the U. S. Department of Commerce.

Samuel W. Cross, Trade Commissioner.

George S. Brady, Trade Commissioner.

Bernard H. Noll, Trade Commissioner.

George Wythe, Trade Commissioner.

Norman L. Anderson, Commercial Attache.

T. O. Klath, Trade Commissioner.

Caldwell S. Johnston, Acting Commercial Attache.

P. J. Stevenson, Trade Commissioner.

Lincoln Hutchinson, Commercial Attache.

Wilbur J. Page, Trade Commissioner.

L. B. Gary, Trade Commissioner.

Carlton Jackson, Trade Commissioner.

W. M. Strachan, Trade Commissioner.

Augustin W. Ferrin, Trade Commissioner.

Chas. H. Cunningham, Trade Commissioner.

Wm. C. Huntington, Commercial Attache.

John P. Butler, Trade Commissioner.

Julian Arnold, Commercial Attache.

Lynn W. Meekins, Trade Commissioner.

Vladimir A. Geringer, Trade Commissioner.

J. E. Philipp, Commercial Attache.

Richard M. Connell, Assistant Trade Commissioner.

Alfred P. Dennis, Commercial Attache.

H. C. MacLean, Trade Commissioner.

Charles A. McQueen, Commercial Attache.

John A. Fowler, Trade Commissioner.

James F. Abbott, Commercial Attache.

Wm. Ford Upon, Representative U. S. Department of Commerce.

Louis E. Van Norman, Trade Commissioner.

H. Lawrence Groves, Trade Commissioner.

TRADE COMMISSIONERS ON SPECIAL ASSIGNMENTS

BELL, P. L.

CLEMENTS, J. Morgan

GRADY, Henry F.

HERTZ, Norman L.

HOOVER, George E.

RASTALL, W. H.

SANGER, J. W.

RUTTER, F. R.

SCHURZ, W. L.

WHITMAN, Paul P.

- General (Venezuela).
- Mining and Minerals (Far East).
- Banking and Finance (Europe).
- Leather (Europe).
- Bureau, Washington
- Transportation, Inland Waterways (United States).
- Industrial Machinery (Far East).
- Advertising Methods (Far East).
- American Embassy
- Tokyo
- General.
- Bureau, Washington
- Transportation & Port Facilities (Far East).

NOTE: Addresses marked with the asterisk (*) may be secured from the Foreign Service Division.

**END OF
TITLE**